

ORLANDO BUSINESS JOURNAL

WOOLING LGBT TRAVELERS | 3

Gay tourism bureau ramps up local events, national marketing efforts

MIXED MESSAGE | 5

Experts differ on economy's future



ORANGE
SEMINOLE
LAKE
OSCEOLA

MAY 24-30, 2013
orlandobusinessjournal.com
\$3.00

Class Act

Mayor Buddy Dyer among
40 Under 40 alumni
reshaping Orlando's future

BY BILL ORBEN

Central Florida is no slouch when it comes to growing young executives into strong community dynamos.

That's what we discovered when we looked into what some of the *Orlando Business Journal* 40 Under 40 alumni have been up to lately.

For example, past winners from the competition, which debuted in 1996, have gone on to play key roles in:

- Downtown Orlando's \$1 billion worth of sports and performing arts venues
- The 61-mile, \$1.3 billion SunRail commuter rail project
- Growing the region's biotech cluster
- Shaping state university educational policy
- Giving the region a powerful voice in the state capital

To find out more about these 40 Under 40 alumni, see Pages 10-11. And learn about the Class of 2013 on Pages 12-20.

borben@bizjournals.com |
(407) 241-2891

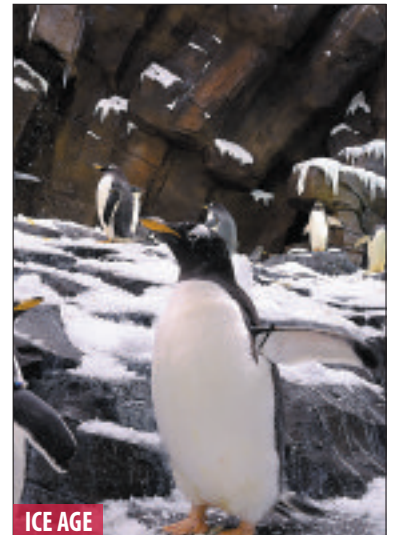
- Behind the scenes 9
- Distinguished alumni 10-11
- By the numbers 12
- Class of 2013 13-20



LAYOFFS AHEAD?

ORLANDO HEALTH TO CUT
\$180M IN NEXT TWO YEARS 4

PHOTO | JIM CARCHIDI



ICE AGE

SEAWORLD SPREADING ITS
WINGS OVERSEAS? 3

PHOTO | JIM CARCHIDI



HIGH-TECH TRAINING

SEE WHAT LOCAL SIMULATION
FIRMS ARE UP TO 7

PHOTO | JIM CARCHIDI

INSIDE THE ISSUES
The Future of Healthcare
PANEL DISCUSSION

5.31.13

Register at objevents.com

#ObjFutureOfHealthcare

the List

DENISE HICKS

Research Director | (407) 241-2893
dhicks@bizjournals.com



>> www.hatalom.com <<



>> www.simetri-solutions.com <<

Largest modeling, simulation and training companies

Ranked by currently number of C. Fla.* employees

Rank 2013	Company Address General email	Top local professional Telephone Email Website	C. Fla.* employees 2012 sales revenue Year est. locally	Percentage: Government/Private sector	No. programs developed Simulation and training hours Headquarters	How has the modeling, simulation and training industry changed in C. Fla.* over the past five years? To what, do you attribute that change?
1 2012	Lockheed Martin Corp. 100 Global Innovation Circle, Orlando 32825 Link on website	Jon Rambeau (407) 306-1000 Confidential www.lmco.com	6,900 Did not disclose Did not disclose	Did not disclose Did not disclose	Did not disclose Did not disclose Bethesda, Md.	Did not disclose
2 3	PEOSTRI 12350 Research Parkway, Orlando 32826 Link on website	James T. Blake (407) 384-3500 Confidential www.peostri.army.mil	1,098 \$2.8 billion 1974	100% Not applicable	1 100,000 Orlando	Growth and expansion
3 NR	General Dynamics Information Technology 12249 Science Drive, Suite 160, Orlando 32826 communications@gdit.com	Randy Mixon (407) 541-4101 Benjamin.mixon@gdit.com www.gdit.com	250 Did not disclose Did not disclose	Did not disclose Did not disclose	Did not disclose Did not disclose Fairfax, Va.	Did not respond
4 5	Carley Corp. 12600 Challenger Parkway, Suite 100, Orlando 32826 info@carleycorp.com	Sharon Wolford (407) 894-5575 swolford@carleycorp.com www.carleycorp.com	220 \$32 million	90% 10%	23 2,400 Orlando	More procurements are evaluated lowest price technically acceptable (LPTA) instead of best value. This is likely due to budget cuts and sequestration
5 6	Kratos Defense & Security Solutions 8601 Transport Drive, Suite 1, Orlando 32832 training@kratosdefense.com	Jose A Diaz (407) 678-3388 jose.diaz@kratosdefense.com www.kratosdefense.com	200 Did not disclose 2010	Did not disclose Did not disclose	Did not disclose Did not disclose San Diego, Calif.	Did not disclose
6 2	Northrop Grumman Technical Services 11474 Corporate Blvd., Orlando 32817 Not available	Nick Tenn (407) 737-4901 Confidential northropgrumman.com	100 Did not disclose 1980	100% Not applicable	Did not disclose Did not disclose Herndon, Va.	Reduced government spending, emphasis on small businesses
7 7	JHT Inc. 2710 Discovery Drive, Suite 100, Orlando 32826 Link on website	James E. Jardon II (407) 381-7797 jjardon@jht.com www.jht.com	90 \$27 million 1990	94% 6%	7 11,000 Orlando	The traditional defense modeling and simulation model has expanded to other industries, including health care
8 NR	Adacel Systems Inc. 9677 Tradeport Drive, Orlando 32827 info@adacel.com	Seth Brown (407) 581-1560 Confidential www.adacel.com	75 \$41 million 2002	40% 60%	Did not disclose Did not disclose Hampton East, Australia	We are not affected to any great extent by local markets. The simulation and modeling community here remains strong
9 NR	AVT Simulation 2603 Challenger Tech Court, Suite 180, Orlando 32826 Link on website	Robert Abascal (407) 381-5311 rabascal@avtsim.com www.avtsim.com	70 \$10.6 million 1998	86% 14%	Not applicable 65,830 Orlando	The Defense Department in recent years has made major strides in shifting programs to small business
10 8	DISTI 11301 Corporate Blvd., Suite 100, Orlando 32817 marketing@disti.com	Joseph Swinski (407) 206-3390 jswinski@disti.com www.disti.com	69 \$8.2 million 1994	70% 30%	30 Did not disclose Orlando	The market has grown significantly over the past five years, partially due to the growth at UCF and the influx of research and development money into the university
11 12	Design Interactive Inc. 1221 E. Broadway, Suite 110, Oviedo 32765 contact@designinteractive.net	Kay Marie Stanney (407) 706-0977 kay@designinteractive.net www.designinteractive.net	55 \$5.2 million 1986	92% 8%	26 59,900 Oviedo	With the assistance of various federal, state and local agencies has C. Fla.* has grown. What was once a relatively niche industry, has become a mainstay of the local economy
12 9	Engineering & Computer Simulations Inc. 11825 High Tech Ave., Suite 250, Orlando 32817 luciad@ecscorl.com	Frances Armstrong (407) 823-9991 francesa@ecscorl.com www.ecscorl.com	30 \$8 million 1997	90% 10%	12 400 Orlando	Budget constraints
13 14	GameSim Inc. 12124 High Tech Ave., Suite 160, Orlando 32817 info@gamesim.com	Andrew Tosh (407) 688-0587 atosh@gamesim.com www.gamesim.com	35 \$2.7 million 2008	21% 79%	6 10,240 Orlando	It's vital that companies maintain strong commercialization strategies to reduce the cost of development of products. The government needs to be seen as a customer, not as the customer
14 NR	Dynamics Research Corp. 3505 Lake Lynda Drive, Suite 100, Orlando 32817 Not available	David Olsen (407) 965-2804 Confidential www.drc.com	10 \$322.6 million 1990	100% Not applicable	Did not disclose Did not disclose	Did not respond
tie	Hatalom Systems LLC 2000 N. Alafaya Trail, Suite 900, Orlando 32826 info@hatalom.com	John Hinnant (407) 463-6684 jhinnant@hatalom.com www.hatalom.com	10 \$1.6 million 2008	80% 20%	3 20,000 Orlando	Pros: Government acquisitions are more organized and planned out. Cons: Programs are now averaging 6-12 months for awards to industry, but mainly it has come down to funding
16 NR	Craig Technologies 121 S. Orange Ave., Suite 1500, Orlando 32801 info@craigtechinc.com	Carol Salva (321) 613-5620 Confidential www.craigtechinc.com	8 \$5.5 million 2010	98% 2%	4 66,000 Cape Canaveral	The market has grown well beyond the traditional cache of military simulation and serious gaming firms over the past five years predominantly in the areas of health and medicine
17 NR	Simetri 3500 Aloma Ave., Building F, Suite 6, Winter Park 32792 cheryl@simetri.us	Angela Salva (321) 972-9980 angela@simetri-solutions.com www.simetri-solutions.com	5 \$750,000 1997	100% Not applicable	3 Did not disclose Winter Park	Community leaders have been actively working to diversify our economy and during the last five years, we have seen many of their plans come to fruition in the form of Medical City
18 NR	Aptima Inc. 3280 Progress Drive, Suite 250, Orlando 32826 aptima_info@aptima.com	Michael J. Paley (321) 710-3199 paley@aptima.com www.aptima.com	3 \$25 million 2007	95% 5%	Did not disclose Did not disclose Woburn, Mass.	Did not disclose
19 NR	Heartwood Inc. 8745 Cypress Reserve Circle, Orlando 32816 info@hwd3d.com	George Landis (407) 516-7036 info@hwd3d.com www.hwd3d.com	1 Did not disclose 2009	88% 12%	3 Did not disclose San Mateo, Calif.	In the past two years, we have seen contractors/companies looking for markets other than the DoD, such as energy, power, commercial corporate training

REPRINTS

Details regarding commemorative plaques, reprints of the list or Web permissions can be obtained from American City Business Journals at <http://bit.ly/reprints>. No other companies offering similar services are affiliated with American City Business Journals.

NOTES

*Denotes Lake, Orange, Osceola and Seminole counties only. Not all modeling, simulation and training companies responded to this survey. When third-party verification is not available, *Orlando Business Journal* relies on the authenticity of the information submitted.

BusinessDirectory

MarketPlace

FEATURED LISTING

Data Center Server Hosting

Atlantic.net, Inc.
(p) 800-422-2936 | (f) 407-660-8094
Sales@atlantic.net
www.atlantic.net

Contact

Elaine Koschel at 407.241.2901
or ekoschel@bizjournals.com
for classified advertising information.

Automotive

Land Rover Orlando/
Fisker of Orlando
199 S. Lake Destiny Rd., Orlando
(p) (407) 695-9100
rolson@fieldsauto.com
www.landroverorlando.com

Commercial Mortgage Bankers

Commercial Mortgage Advisors
David J. Patten, CMB, (407) 808-7273
david@cmacapital.com
Thomas A. Byers, (407) 649-1993
tbyers@cmacapital.com
cmacapital.com

Commercial Real Estate Services

Realty Capital
(p) (407) 843-7070 | (f) (407) 843-2070
info@realtycapitalfl.com

www.realtycapitalfl.com

General Contractor - Retail Office, Medical & Industrial

Great Southern Contractors
(p) (407) 699-9399 | (f) (407) 695-7536
K_tumlin@greatsouthern-gc.com
E_bowron@greatsouthern-gc.com
www.greatsouthern-gc.com

Hospitality Education, Training and Certification

American Hotel & Lodging Educational Institute
(p) (407) 999-8100 | (f) (407) 236-7848
bvazquez@ahla.com
www.ahlei.org

Landscape Management

Landscapes USA
(p) (407) 574-2133 | (f) (407) 264-6344

bcollester@landscapesusa.com
www.landscapesusa.com

Property Services: Sweeping/Seal Coating/Maintenance

Blown Away
(p) (407) 299-7884
Toll Free: (866) 432-2890
rbarnett@blownawayusa.com
www.blownawayusa.com

Realtors® Commercial Properties Serving 10 Central Fl. Counties

Central Florida Commercial Association of Realtors® (CFCAR)
www.CFCAR.net
(p) (407) 816-7368
admin@cfcar.net

CAREER OPPORTUNITIES

The following positions are available in Orlando, Florida:

Research Specialist (Job Code: RS-0513): Conduct molecular & genomic experiments & assist w/ lab testing/research. Bach in biological sciences, physics or chemistry & 10 yrs prog exp in lab setting. Mail resumes & incl. job #: SanfordBurnham Medical Research Institute, Attn: Doug Broadhurst, 10901 N. Torrey Pines Rd, La Jolla, CA 92037.